

Berentzen-Gruppe Aktiengesellschaft

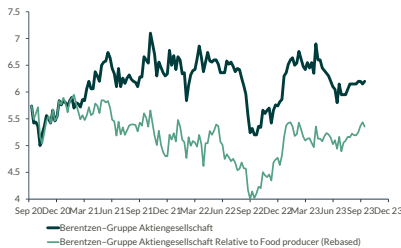
Outperform

| Target price : 10.0 €

Price (13/10/2023) : 6.20 € | Upside : 61%

Revision	12/23e	12/24e
EPS	ns	ns

Q3 preview - Cost inflation and reduced purchasing power impact earnings

 Publication date 16/10/2023 08:26
 Writing date 15/10/2023 18:12


Sources : ODDO BHF Securities, SIX

Share data			
BEZ3 GR BEZ.DE			
Market Cap (€m)			60
Enterprise value (€m)			66
Extrema 12 months (€)	5.18	-	6.90
Free Float (%)			73.8
Performance (%)			
	1m	3m	12m
Absolute	0.0	4.2	17.4
Perf. rel. Country Index	1.1	7.0	1.7
Perf. rel. Food producer	2.8	12.6	20.1
P&L			
	12/23e	12/24e	12/25e
Sales (€m)	191	201	209
EBITDA (€m)	16.7	19.0	20.3
Current EBIT (€m)	8.1	10.4	11.7
Attr. net profit (€m)	5.3	6.9	7.8
Adjusted EPS (€)	0.57	0.74	0.83
Dividend (€)	0.28	0.37	0.42
P/E (x)	10.9	8.4	7.4
P/B (x)	1.1	1.0	0.9
Dividend Yield (%)	4.6	5.9	6.7
FCF yield (%)	ns	9.4	11.4
EV/Sales (x)	0.35	0.32	0.30
EV/EBITDA (x)	4.0	3.4	3.1
EV/Current EBIT (x)	8.2	6.2	5.4
Gearing (%)	2	-1	-4
Net Debt/EBITDA (x)	0.1	0.0	-0.1

Next Events	
24/10/2023	Earnings Release

Revenue growth assumed in the most important segments

Berentzen is expected to report Q3 2023 results on 24 October. We believe that the company will continue its positive revenue trend and post revenues (excl. alcohol tax) of € 50.2m (+4.3% y-o-y). Higher revenues will be driven more by price increases than by volumes given the reduced purchasing power of consumers. Mio Mio will continue its dynamic growth and contribute to a rise in revenues in the Non-alcoholic Beverages segment (€ 16m, +5% y-o-y), whereas the Berentzen and Puschkin brands should positively impact revenues in the Spirits segment (€ 28.1m, +10% y-o-y). Fresh Juice System is anticipated to grow by 6% y-o-y to € 5.5m revenues.

Q3 2023 preview

€ m	ODDO BHF	Q3 22	y-o-y
Revenues (excl. alcohol tax)	50.2	48.1	4.3%
EBITDA	4.8	5.2	-6.8%
Margin	9.6%	10.7%	-110bp
EBIT	2.7	3.1	-12.8%
Margin	5.3%	6.4%	-110bp

Sources: ODDO BHF Securities, company

Price inflation reduces margins

In view of the cost increases (raw materials, logistics, personnel) we expect that EBITDA will decline by 6.8% y-o-y to € 4.8m (EBITDA margin 9.6%, -110bp y-o-y) and EBIT by 12.8% y-o-y to € 2.7m (EBIT margin 5.3%, minus 110bp y-o-y). Margins (EBITDA, EBIT) are based on revenues excl. alcohol tax.

We reiterate our Outperform rating

We believe that the company will reaffirm its forecast for the current financial year (revenues in the range of € 185m-€ 195m, EBITDA of € 15.6m-€ 17.6m, EBIT of € 7m-€ 9m) and continue to improve the quality of its earnings based on its strategically important categories such as Mio Mio, spirits of the Berentzen and Puschkin brands, premium-quality private-label spirits, and the products of the Citrocasa brand. We stick to our target price of € 10 and confirm our Outperform rating.

Klaus Breitenbach (Analyst)
 +49 (0) 69 718 1011
 klaus.breitenbach@oddo-bhf.com

Conflict of interests:

ODDO BHF SCA or its subsidiary ABN AMRO - ODDO BHF B.V. and the subject company/ies agreed that ABN AMRO - ODDO BHF B.V. or one of its parent companies will produce and disseminate investment recommendations on the subject company/ies as a service to the the subject company/ies. ODDO BHF CORPORATES & MARKETS, a division of ODDO BHF SCA, limited sharepartnership - Bank authorised by ACPR. ODDO BHF and/or one of its subsidiaries could be in a conflict of interest situation with one or several of the groups mentioned in this publication. Please refer to the conflict of interests section at the end of this document. This is a non-contractual document, it is strictly for the private use of the recipient, and the information it contains is based on sources we believe to be reliable, but whose accuracy and completeness cannot be guaranteed. The opinions given in the document reflect our appraisal at the time of publication and may therefore be revised at a later date.



BEZ.DE | BEZ3 GR
Beverages | Germany

Outperform

Price 6.20 €

Upside 61.29%

TP 10.0 €

PER SHARE DATA (€)	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
Adjusted EPS	0.52	0.47	0.07	0.30	0.35	0.57	0.74	0.83
Reported EPS	0.55	0.52	0.13	0.39	0.22	0.57	0.74	0.83
Growth in adjusted EPS	ns	-9.5%	-84.8%	ns	14.3%	64.8%	29.7%	13.1%
Net dividend per share	0.28	0.28	0.13	0.22	0.22	0.28	0.37	0.42
FCF to equity per share	-0.10	1.03	0.91	0.34	-0.44	-0.74	0.58	0.71
Book value per share	5.05	5.24	5.03	5.20	5.33	5.68	6.12	6.58
Number of shares market cap (m)	9.60	9.60	9.60	9.60	9.60	9.60	9.60	9.60
Number of diluted shares (m)	9.60	9.60	9.60	9.60	9.60	9.60	9.60	9.60
VALUATION (€m)	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
12m highest price (€)	8.55	7.20	7.70	7.10	6.90	6.90		
12m lowest price (€)	6.10	5.86	4.95	5.66	5.00	5.74		
(*) Reference price (€)	7.36	6.48	5.89	6.22	6.17	6.20	6.20	6.20
Capitalization	70.7	62.2	56.5	59.7	59.3	59.5	59.5	59.5
Restated Net debt	-7.6	-12.5	-16.0	-17.5	-9.6	1.1	-0.4	-2.2
Minorities (fair value)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial fixed assets (fair value)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	9.5	9.3	8.6	8.0	5.8	5.8	5.8	5.8
Enterprise Value	72.7	58.9	49.1	50.2	55.4	66.5	65.0	63.1
P/E (x)	14.2	13.8	82.5	20.6	17.9	10.9	8.4	7.4
P/CF (x)	5.8	4.8	7.8	13.1	4.4	6.3	5.4	3.6
Net Yield	3.8%	4.3%	2.2%	3.5%	3.6%	4.6%	5.9%	6.7%
FCF yield	ns	15.9%	15.5%	5.5%	ns	ns	9.4%	11.4%
P/B incl. GW (x)	1.46	1.24	1.17	1.20	1.16	1.09	1.01	0.94
P/B excl. GW (x)	1.46	1.24	1.17	1.20	1.16	1.09	1.01	0.94
EV/Sales (x)	0.45	0.35	0.32	0.34	0.32	0.35	0.32	0.30
EV/EBITDA (x)	4.2	3.2	3.5	3.3	3.3	4.0	3.4	3.1
EV/Current EBIT (x)	7.4	6.0	9.4	7.5	6.7	8.2	6.2	5.4
(*) historical average price								
PROFIT AND LOSS (€m)	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
Sales	162	167	155	146	174	191	201	209
EBITDA	17.3	18.4	14.1	15.4	16.7	16.7	19.0	20.3
Depreciations	-7.5	-8.5	-8.9	-8.6	-8.3	-8.6	-8.6	-8.6
Current EBIT	9.8	9.8	5.2	6.7	8.3	8.1	10.4	11.7
Published EBIT	9.0	8.7	3.7	6.7	5.8	8.1	10.4	11.7
Net financial income	-1.6	-1.5	-1.5	-1.4	-1.7	-0.5	-0.5	-0.5
Corporate Tax	-2.3	-2.3	-1.0	-1.6	-2.1	-2.3	-3.0	-3.4
Net income of equity-accounted companies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit/loss of discontinued activities (after tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Attributable net profit	5.2	4.9	1.2	3.7	2.1	5.3	6.9	7.8
Adjusted attributable net profit	4.9	4.4	0.7	2.8	3.2	5.3	6.9	7.8
BALANCE SHEET (€m)	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
Goodwill	6.1	6.1	6.1	6.1	6.1	6.1	6.1	6.1
Other intangible assets	6.0	5.6	4.7	3.7	3.3	2.8	2.4	2.0
Tangible fixed assets	45.8	45.4	42.2	43.5	44.4	47.3	49.6	51.8
WCR	37.8	33.9	27.3	20.2	28.5	34.9	31.0	31.5
Financial assets	1.9	2.8	4.0	4.1	4.6	9.7	14.5	14.6
Ordinary shareholders equity	47.4	49.2	47.2	48.9	50.1	53.3	57.5	61.8
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders equity	47.4	49.2	47.2	48.9	50.1	53.3	57.5	61.8
Non-current provisions	57.7	57.0	53.0	46.2	46.4	46.4	46.4	46.4
Net debt	-7.6	-12.5	-16.0	-17.5	-9.6	1.1	-0.4	-2.2
CASH FLOW STATEMENT (€m)	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
EBITDA	17.3	18.4	14.1	15.4	16.7	16.7	19.0	20.3
Change in WCR	-6.5	4.0	6.5	7.2	-8.4	-6.4	3.9	-0.4
Interests & taxes	1.3	-1.0	-2.5	0.3	-0.2	0.0	0.0	0.0
Others	-6.6	-4.8	-4.5	-11.2	-3.2	-7.4	-8.2	-4.0
Operating Cash flow	5.6	16.6	13.6	11.6	4.9	2.9	14.7	15.9
CAPEX	-6.5	-6.9	-5.0	-8.4	-9.0	-9.8	-9.2	-9.2
Free cash-flow	-0.9	9.7	8.6	3.2	-4.1	-6.9	5.5	6.7
Acquisitions / disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends	-2.1	-2.6	-2.6	-1.2	-2.1	-2.1	-2.7	-3.5
Net capital increase	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	-0.7	-1.2	-1.2	-1.3	-1.3	-1.3	-1.3
Change in net cash	-3.1	4.9	3.5	1.5	-7.9	-10.8	1.5	1.8
GROWTH MARGINS PRODUCTIVITY	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
Sales growth	1.1%	3.2%	-7.7%	-5.5%	19.2%	9.5%	5.5%	4.0%
Lfi sales growth	-	-	-	-	-	-	-	-
Current EBIT growth	6.3%	0.1%	-46.9%	28.8%	24.2%	-2.4%	28.0%	12.4%
Growth in adjusted EPS	ns	-9.5%	-84.8%	ns	14.3%	64.8%	29.7%	13.1%
Net margin	3.0%	2.6%	0.4%	1.9%	1.9%	2.8%	3.4%	3.7%
EBITDA margin	10.7%	11.0%	9.1%	10.5%	9.6%	8.8%	9.4%	9.7%
Current EBIT margin	6.0%	5.9%	3.4%	4.6%	4.8%	4.3%	5.2%	5.6%
CAPEX / Sales	-4.2%	-4.3%	-3.3%	-5.8%	-5.2%	-5.1%	-4.6%	-4.4%
WCR / Sales	23.3%	20.2%	17.7%	13.8%	16.4%	18.3%	15.4%	15.0%
Tax Rate	27.5%	27.5%	27.4%	30.9%	31.1%	30.0%	30.0%	30.0%
Normative tax rate	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Asset Turnover	1.7	1.8	1.8	1.9	2.2	2.2	2.2	2.3
ROCE post-tax (normative tax rate)	7.4%	7.4%	4.3%	6.1%	7.5%	6.6%	8.1%	9.1%
ROCE post-tax hors GW (normative tax rate)	7.9%	7.9%	4.6%	6.6%	8.1%	7.1%	8.7%	9.7%
ROE	10.6%	9.2%	1.4%	5.9%	6.6%	10.3%	12.5%	13.1%
DEBT RATIOS	12/18	12/19	12/20	12/21	12/22	12/23e	12/24e	12/25e
Gearing	-16%	-25%	-34%	-36%	-19%	2%	-1%	-4%
Net Debt / Market Cap	-0.11	-0.20	-0.28	-0.29	-0.16	0.02	-0.01	-0.04
Net debt / EBITDA	-0.44	-0.68	-1.13	-1.14	-0.58	0.07	-0.02	-0.11
EBITDA / net financial charges	11.1	11.9	9.6	10.9	10.0	33.0	36.5	39.4

Sources: ODDO BHF Securities, SIX



• **Valuation method**

Our target prices are established on a 12-month timeframe and we use three valuation methods to determine them. First, the discounting of available cash flows using the discounting parameters set by the Group and indicated on ODDO BHF' website. Second, the sum-of-the-parts method based on the most pertinent financial aggregate depending on the sector of activity. Third, we also use the peer comparison method which facilitates an evaluation of the company relative to similar businesses, either because they operate in identical sectors (and are therefore in competition with one another) or because they benefit from comparable financial dynamics. A mixture of these valuation methods may be used in specific instances to more accurately reflect the specific characteristics of each company covered, thereby fine-tuning its evaluation.

• **Sensitivity of the result of the analysis/ risk classification:**

The opinions expressed in the financial analysis are opinions as per a particular date, i.e. the date indicated in the financial analysis. The recommendation (cf. explanation of the recommendation systematic) can change owing to unforeseeable events which may, for instance, have repercussions on both the company and on the whole industry.

• **Our stock market recommendations**

Our stock market recommendations reflect the RELATIVE performance expected for each stock on a 12-month timeframe.

Outperform: performance expected to exceed that of the benchmark index, sectoral (large caps) or other (small and mid caps).

Neutral: performance expected to be comparable to that of the benchmark index, sectoral (large caps) or other (small and mid caps).

Underperform: performance expected to fall short of that of the benchmark index, sectoral (large caps) or other (small and mid caps).

• **The prices of the financial instruments used and mentioned in this document are the closing prices.**

• **All publications by ODDO BHF concerning the companies covered and mentioned in this document are available on the research site: www.securities.oddo-bhf.com/#disclaimer.**

Recommendation and target price changes history over the last 12 months for the company analysed in this report

Date	Reco	Price Target (EUR)	Price (EUR)	Analyst
30/05/23	Outperform	10.00	6.50	Klaus Breitenbach

In accordance with Article 20 of European Regulation No. 596/2014 (Market Abuse Regulation), a list of all recommendations on any financial instrument or issuer that have been disseminated over the past twelve months is available by clicking on the following link www.securities.oddo-bhf.com/#disclaimer.

Recommendation split

		Outperform	Neutral	Underperform
Our whole coverage	(678)	52%	37%	11%
Liquidity providers coverage	(80)	51%	36%	13%
Research service coverage	(48)	65%	25%	10%
Investment banking services	(25)	52%	40%	8%

Risk of conflict of interest :

Investment banking and/or Distribution

Has ODDO BHF SCA or its affiliates managed or co-managed in the last 12 months a public offering of securities for the subject company/ies? No

Has ODDO BHF SCA or its affiliates received compensation for investment banking services from the subject company/ies in the last 12 months or expects to receive or intends to seek compensation for investment banking services from the subject company/ies in the last 12 months? No

Research contract between ODDO group & the issuer

Have ODDO BHF SCA or its subsidiary ABN AMRO – ODDO BHF B.V. and the subject company/ies agreed that ABN AMRO - ODDO BHF B.V. or one of its parent companies will produce and disseminate investment recommendations on the subject company/ies as a service to the the subject company/ies? Yes

Liquidity provider agreement and market-making

At the date of the distribution of this report, does ODDO BHF SCA or its affiliates act as a market maker or has ODDO BHF SCA or its affiliates signed a liquidity provider agreement with the subject company/ies? Yes

Significant equity stake

Does ODDO BHF SCA or its subsidiary ABN AMRO – ODDO BHF B.V. own 1% or more of any class of common equity securities of the subject company/ies? No

One or more affiliates of ODDO BHF SCA, other than ABN AMRO – ODDO BHF B.V., from time to time may own 1% or more of a class of common equity securities of the subject company/ies.

Does ODDO BHF SCA or its subsidiary ABN AMRO – ODDO BHF B.V., own a net long or short position of 0.5% or more of any class of common equity securities of the subject company/ies? No

Does the subject company beneficially own 5% or more of any class of common equity of ODDO BHF SCA or its subsidiary ABN AMRO – ODDO BHF B.V.? No

Disclosure to Company

Has a copy of this report ; with the target price and/or rating removed, been presented to the subject company/ies prior to its distribution, for the sole purpose of verifying the accuracy of factual statements ? No

Have the conclusions of this report been amended following disclosure to the company/ies and prior its distribution? No

Additional material conflicts

Is ODDO BHF SCA or its affiliates aware of any additional material conflict of interest? No

Personal conflicts of interest

Have those responsible for the drafting of the present document acquired securities from the issuer concerned by the present financial analysis? No

Have those responsible for the drafting of the present document received remuneration directly linked to investment firm service transactions or any other kind of transaction they carry out or any trading commissions they, or any legal person who is part of the same group, receive? No

Statement of conflict of interests of all companies mentioned in this document may be consulted on ODDO BHF: www.securities.oddo-bhf.com/#disclaimer.



Disclaimer:

Disclaimers for Distribution by ODDO BHF SCA to Non-United States Investors:

This research publication is produced by the Corporates & Markets division of ODDO BHF SCA ("ODDO"), which is licensed by the Autorité de Contrôle Prudentiel et de Résolution (ACPR) and regulated by the Autorité des Marchés Financiers ("AMF").

The research, when distributed outside of the U.S., is intended exclusively for non-U.S. customers of ODDO and cannot be divulged to a third-party without prior written consent of ODDO. This document is not and should not be construed as an offer to sell or the solicitation of an offer to purchase or subscribe for any investment. This research has been prepared in accordance with regulatory provisions designed to promote the independence of investment research. "Chinese walls" (information barriers) have been implemented to avert the unauthorized dissemination of confidential information and to prevent and manage situations of conflict of interest. This research has been prepared in accordance with French regulatory provisions designed to promote the independence of investment research. The recommendation presented in this document is reviewed and updated at least quarterly following each Quarterly Report published by the issuer that is the subject of this Research Report.

At the time of publication of this document, ODDO and/or one of its subsidiaries may have a conflict of interest with the issuer(s) mentioned. While all reasonable effort has been made to ensure that the information contained is not untrue or misleading at the time of publication, no representation is made as to its accuracy or completeness and it should not be relied upon as such. Past performances offer no guarantee as to future performances. All opinions expressed in the present document reflect the current context which is subject to change without notice. The views expressed in this Research Report accurately reflect the analyst's personal views about the subject securities and/or issuers and no part of his compensation was, is, or will be directly or indirectly related to the specific views contained in the Research Report. This Research Report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Clients should consider whether any advice or recommendation in this research is suitable for their particular circumstances and, if appropriate, seek professional advice, including tax advice.

This Research Report is for institutional investors only. It may not contain information necessary for others to make investment decisions. Consult your financial adviser or an investment professional if you are not an institutional investor.

Disclaimers for Distribution by ODDO BHF New York Corporation to United States Investors:

This Research Report is produced by ODDO BHF Corporates & Markets, a division of ODDO. This research is distributed to U.S. investors exclusively by ODDO BHF New York Corporation ("ONY"), MEMBER: FINRA/SIPC, and is intended exclusively for U.S. customers of ONY and cannot be divulged to a third-party without prior written consent of ONY. This document is not and should not be construed as an offer to sell or the solicitation of an offer to purchase or subscribe for any investment. This research has been prepared in accordance with regulatory provisions designed to promote the independence of investment research. "Chinese walls" (information barriers) have been implemented to avert the unauthorized dissemination of confidential information and to prevent and manage situations of conflict of interest. This research has been prepared in accordance with French regulatory provisions designed to promote the independence of investment research. The recommendation presented in this document is reviewed and updated at least quarterly following each Quarterly Report published by the issuer that is the subject of this Research Report.

At the time of publication of this document, ODDO, and/or one of its subsidiaries may have a conflict of interest with the issuer(s) mentioned. While all reasonable effort has been made to ensure that the information contained is not untrue or misleading at the time of publication, no representation is made as to its accuracy or completeness and it should not be relied upon as such. Past performances offer no guarantee as to future performances. All opinions expressed in the present document reflect the current context which is subject to change without notice. The views expressed in this Research Report accurately reflect the analyst's personal views about the subject securities and/or issuers and no part of his compensation was, is, or will be directly or indirectly related to the specific views contained in the Research Report. This Research Report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Clients should consider whether any advice or recommendation in this research is suitable for their particular circumstances and, if appropriate, seek professional advice, including tax advice.

This Research Report is for institutional investors only. It may not contain information necessary for others to make investment decisions. Consult your financial adviser or an investment professional if you are not an institutional investor.

Disclosures Required by United States Laws and Regulations:

Rule 15a-6 Disclosure: Under Rule 15a-6(a)(3), any transactions conducted by ODDO, and/or one of its subsidiaries with U.S. persons in the securities described in this foreign research must be effected through ONY. As a member of FINRA, ONY has reviewed this material for distribution to U.S. persons as required by FINRA Rules 2241(h) applicable to dissemination of research produced by its affiliate ODDO.

FINRA Disclosures:

- Neither ONY, ODDO, nor ODDO BHF Corporates & Markets beneficially owns 1% or more of any class of common equity securities of the subject company.
- The research analyst of ODDO BHF Corporates & Markets, at the time of publication of this research report, is not aware, nor does he or she know or have reason to know of any actual, material conflict of interest of himself or herself, ODDO, ODDO BHF Corporates & Markets or ONY, except those mentioned in the paragraph entitled "Risks of Conflicts of Interest."
- ODDO BHF Corporates & Markets or ODDO may receive or seek compensation for investment banking services in the next 3 months from the subject company of this Research Report, but ONY would not participate in those arrangements.
- Neither ONY, ODDO, ODDO BHF Corporates & Markets has received compensation from the subject company in the past 12 months for providing investment banking services except those mentioned in the paragraph of "Risks of Conflict of Interest".
- Neither ONY, ODDO, ODDO BHF Corporates & Markets has managed or co-managed a public offering of securities for the subject company in the past 12 months except those mentioned in the paragraph of "Risk of Conflict of Interest".
- ONY does not make (and never has made) markets and, accordingly, was not making a market in the subject company's securities at the time that this research report was published.

Regulation AC:

ONY is exempt from the certification requirements of Regulation AC for its distribution to a U.S. person in the United States of this Research Report that is prepared by an ODDO BHF Corporates & Markets research analyst because ODDO has no officers or persons performing similar functions or employees in common with ONY and ONY maintains and enforces written policies and procedures reasonably designed to prevent it, any controlling persons, officers or persons performing similar functions, and employees of ONY from influencing the activities of the third party research analyst and the content of research reports prepared by the third party research analyst.

Contact Information of firm distributing research to U.S. investors: ODDO BHF New York Corporation, MEMBER: FINRA/SIPC, is a wholly owned subsidiary of ODDO BHF SCA; Louis paul ROGER, President (louis-paul.roger@oddo-bhf.com) 150 East 52nd Street New York, NY 10022 646-286-2137.